TH-57
Contractor Logistical Support
N00019-04-R-0114

Naval Undergraduate Flight Training Systems
Pre-Solicitation Conference and Site Visit

30 March 2004
Whiting Field, Florida

Opening Remarks

LT Eric Finney, DET/OIC

CNATRA, (NASWF)

Agenda and Ground Rules

LCDR Thomas Armstrong

Procuring Contracting Officer

(PCO)

Agenda

0800-0830 Sign In

0830-0835 Opening Remarks — LT Eric Finney (NASWF)
DET/OIC, CNATRA

0835-0845 Welcome, Ground Rules & Agenda — LCDR Thomas Armstrong
PCO, Naval Air Systems Command

0845-0915 Procurement Strategy Overview — Noelle Reimers
Contract Specialist
Naval Air Systems Command

0915-1000 Program Overview — Joseph Jackson
Assistant Deputy for TH- 57
Naval Air Systems Command

Agenda (continued)

1000-1030	Source Selection Overview	LCDR Thomas Armstrong
1030-1100	Break	
1100-1200	Site Visit	
1200-1300	Lunch Break	
1300 to Closing	One-on-One Meetings	

Welcome & Ground Rules

- All attendees must sign-in
- Please silence cell phones and pagers
- No recording
- This is an Informational Briefing only
- Submit questions in writing on question submittal forms provided at the sign-in table.
- Presentation, official questions, answers and a list of attendees will be posted on the NAVAIR Contracts website: http://www.navair.navy.mil/doing_business/open_solicitations

Disclaimer

The remarks today of Government officials involved in the TH-57 Contractor Logistics Support procurement should not be considered a guarantee of the Government's course of action in proceeding with the program. The information shared today reflects current Government intentions and is subject to change based on a variety of circumstances, including internal and external comments. The formal solicitation, when issued, is the only document that should be relied upon in determining the Government's requirements.

Procurement Strategy Overview

Noelle Reimers

Contract Specialist

NAVAIR Solicitation Website

http://www.navair.navy.mil/doing_business/open_solicitations/

(Click on “N00019-04-R-0114”)

This website will post ALL contract-related information, including, but not limited to:

- Performance Work Statement
- Industry Day Brief
- Listing of Industry Day Attendees
- Industry Questions and Answers
- RFP, Including All Contract Sections (B Through M), Exhibits, and Attachments

Questions and Answers

Industry comments/questions are solicited to assist with the preparation of an RFP which allows for maximum competition.

Industry comments/questions should include:

- **a clear statement of what is recommended or proposed**
- **the NAVAIR document that the comment addresses**
- **justification for the recommendation**

NOTE:

Any recommended changes to the PWS cannot be submitted as proprietary information. The Government retains the right to incorporate

Questions and Answers

Today, questions should be submitted to the Government in writing on the forms provided. Questions may be submitted during any break or at one-on-one meetings.

After today, questions should be submitted to Noelle Reimers, Contract Specialist, **NLT 9 April 2004**, at the following email address.

noelle.reimers@navy.mil

All questions and answers will be posted on the NAVAIR website.

RFP/Contract Structure

NAVAIR anticipates releasing a Request for Proposal (RFP) in the near future. Please monitor the NAVAIR website for future postings.

Contract Type:

Requirements Contract with FFP, Fixed Hourly Rate, and Cost Reimbursement CLINs

Contract Length:

Base year with four one-year option periods

CLIN Requirements

CONTRACT LINE ITEMS (CLINs)

The descriptions and specifications set forth shall apply with equal force to the basic contract period CLINs and all corresponding option year CLINs:

Base Period	**00XX Series**	**FY 2005**
Option I	**01XX Series**	**FY 2006**
Option II	**02XX Series**	**FY 2007**
Option III	**03XX Series**	**FY 2008**
Option IV	**04XX Series**	**FY 2009**

Contract Line Items

Fixed Price Line Items:

0X01 **Fixed Maintenance for 124 Aircraft**
(SubCLINs for 86, 92, or 96 Individual Aircraft Daily)

0X02 **Satellite Support for NAWC Patuxent River**

0X03 **Additional Aircraft Per Day**
(SubCLINs for 1-3, 4-7, or 8-11 Aircraft)

Contract Line Items

Fixed Price Line Items *(continued)*:

0X04 Material Incentive

(In accordance with applicable Section H Clause)

The Government will provide incentive payments to the contractor in Option Periods I through IV for achieving actual material costs that are lower than calculated values. The material incentive seeks to encourage innovative material management procedures and timely, cost effective repair procedures that will minimize the cost to the Government for the reimbursable materials needed to support flight hour training and readiness objectives.

The Material Incentive formula used in the current contract has been revised for this solicitation. We will review the new formula at the end of this section.

CONTRACT LINE ITEMS

Fixed Price Line Items *(continued)*:

0X05	Scheduled Depot
0X05AA	Aircraft Condition Inspection
0X05AB	Replace Cabin Roof During ACI
0X05AC	Replace Forward Lower Shell During ACI
0X05AD	Replace Aft Lower Shell During ACI
0X05AE	Replace Cabin Roof & Forward Lower Shell During ACI
0X05AF	Replace Cabin Roof & Aft Lower Shell During ACI
0X05AG	Replace Forward and Aft Lower Shells During ACI
0X05AH	Replace Cabin Roof & Forward and Aft Lower Shells During ACI
0X06	Return of Inactive Aircraft to Active Status

CONTRACT LINE ITEMS

Fixed Price Line Items *(continued)*:

0X07	Unscheduled Depot
0X07AA	Replace Cabin Roof
0X07AB	Replace Forward Lower Shell
0X07AC	Replace Aft Lower Shell
0X07AD	Replace Cabin Roof & Forward Lower Shell
0X07AE	Replace Cabin Roof & Aft Lower Shell
0X07AF	Replace Forward and Aft Lower Shells
0X07AG	Replace Cabin Roof & Forward and Aft Lower Shells
0X07AH	Engine Overhaul due to Metal Contamination

CONTRACT LINE ITEMS

Fixed Price Line Items *(continued)*:

0X08 Turn Key Modifications

0X09 Modernization Studies

0X10 Satellite Site Support/Activation/Deactivation

CONTRACT LINE ITEMS

Fixed Hourly Rate Items:

0X11 **Flight Hour Generated Maintenance**
(SubCLINs for 86, 92, or 96 A/C Daily)

0X12 **On-Site Conditional Maintenance**
(SubCLINs for Airframe or Engine)

0X13 **Depot Conditional Maintenance**
(SubCLINs for Airframe or Engine)

0X14 **Off-Site/On-Call Maintenance (Performed by Contractor)**

0X15 **Engineering and Technical Services**

0X16 **Modifications**

Contract Line Items

Cost Reimbursable Items:

0X17 **Material and Subcontractor Labor**
(SubCLINs for 86, 92, or 96 A/C Daily)

0X18 **Off-Site Emergency Repair Services (Subcontractor)**

0X19 **Travel and Per Diem**

0X20 **Navy Unique Training**

0X21 **Contract Data Requirements in Support of** **CLINs 0X01 – 0X20 DD-1423, Exhibit A**

Quarterly vs. As Required CLINs

CLINs Ordered Quarterly

0X01	Fixed Maintenance
0X02	Satellite Support for Pax
0X05	Scheduled Depot
0X11	FH Generated Maintenance
0X17	Material and Subcontractor Labor

CLINs Ordered As Required

0X03	Additional A/C Per Day
0X06	Return of Inactive A/C to Active Status
0X07	Unscheduled Depot
0X08	Turn Key Modifications
0X09	Modernization Studies
0X10	Satellite Site Support/Activation/Deactivation
0X12	On-Site Conditional Maintenance
0X13	Depot Conditional Maintenance
0X14	Off-Site/On-Call Maintenance (Performed by Contractor)
0X15	Engineering and Technical Services
0X16	Modifications
0X18	Off-Site Emergency Repair Services (Subcontractor)
0X19	Travel and Per Diem
0X20	Navy Unique Training

Material Incentive - CLIN 0X04

THE MATERIAL COSTS FOR THE PURPOSE OF THE MATERIAL INCENTIVE, ARE ACTUAL COSTS, AND ARE SOLEY LIMITED TO STOCKROOM ISSUED ITEMS.

As the base performance period of this contract, the Government will utilize actual material costs in the base period. The baseline for EACH Option Period is the actual cost of the stockroom items of the previous fiscal year.

Material Incentive - CLIN 0X04

Factors

The Material Incentive formula uses several factors in its calculation. **The below definitions for the factors are based on Option Period III (FY08) as the subject year**:

Material Baseline – Actual cost of material, and subcontractor labor of storeroom materials of the previous year, FY 07.

Annual Flight Hour (FH) Adjustment – Total actual FH flown in FY 08 divided by the total actual FH flown FY 07. (Round to three decimal places)

Aircraft Quantity Adjustment – Average number of aircraft per CLIN 0301 during FY 08 divided by the total number of aircraft per CLIN at the beginning of FY 08. (Round to three decimal places)

Material Incentive - CLIN 0X04

Factors *(Continued)*

Total Actual Cost of Storeroom Materials – Total actual cost of storeroom materials in FY 08.

Aviation Inflation Adjustment – DRI factor for the 3rd quarter of CY 2008 divided by the DRI factor for 3rd Quarter of CY 2007. (Rounded to three decimal places)

For inflation, the calculations reflect actual Bureau of Labor Statistics price variances, (+) or (-). The adjustment will be from the third quarter of the PREVIOUS calendar year (CY) to the third quarter (CY) of EACH option year period. The DRI/McGraw-Hill, Long-Range Focus, Table Q9, Aircraft Producer Price Index, PPI3721NS, is the source for the specific values to be used in the calculation of the inflation adjustment.

Material Incentive - CLIN 0X04

Formula

Step 1. MULTIPLY:

[Material Baseline] X [Annual Flight Hour Adjustment] X [Aviation Inflation Adjustment] X [Aircraft Quantity Adjustment]

Round the result to two decimal places.

Step 2. SUBTRACT:

[Result from Step 1] – [Total Actual Cost of Storeroom Materials]

Step 3. MULTIPLY:

[Result from Step 2] X [Incentive Rate of 15%]

Material Incentive - CLIN 0X04

Formula Example

For example purposes, the following assumptions are made for Option Period III (FY 08):

Material Baseline	$18,950,000.00
Actual Total Annual FH FY 2007	81,250
Actual Total Annual FH FY 2008	82,375
DRI Value for 3rd Qtr CY 07	1.041
DRI Value for 3rd Qtr CY 08	1.042
Actual Total Number of A/C at Beginning FY 08	122.00
Actual Average Number of A/C During FY 08	122.00
Material Incentive Rate	15%

Material Incentive - CLIN 0X04

Formula Example

Numerical Calculation:

[($18,950,000.00 x 1.014 x 1.001 x 1.000) - $19,000,000.00] x 0.15

=

($19,234,515.30 - $19,000,000.00) X 0.15 =

$234,515.30 X 0.15 =

$35,177.30

Total Cost Avoidance:

$19,234,515.30 - $19,000,000.00 = $234,515.30

Incentive Payment for Option Period III:

$234,515.30 X 0.15 = $35,177.30

Negative Payment Adjustment

The contractor shall provide A/C to meet the requirement of CLIN 0X01, Fixed Maintenance for 124 AC (SubCLIN'd for each performance period for 86, 92, or 96 Individual Aircraft Daily)

Failure to provide the required quantity of A/C in any given month will result in compensation to the Government.

Compensation will be a reduction in the amount invoiced to CLIN 0X01 for that month.

Negative Payment Adjustment Formula Factors

The following factors are used to calculate the Negative Payment Adjustment:

CLIN 0X01AX Unit Price – Schedule B subCLIN Unit Price for the ordered quantity of A/C.

Quantity A/C Required – Schedule B subCLIN quantity ordered (86, 92, or 96 Individual Aircraft Daily)

Fly Days Per Month – Number of fly days per month is a constant value of 22 for each month of this contract.

Quantity of A/C Not Provided – Delta between the Quantity of A/C Required and the quantity of A/C actually provided.

Negative Payment Adjustment Formula Calculation

Invoice reduction is determined by the following formula:

[(CLIN 0X01AX unit price) ÷ (Qty A/C Required CLIN 0X01AX) ÷ (Number fly days per month)] X (Qty A/C not provided)

For example calculation, assume the following:

CLIN 0X01AX Dollar Amount	$404,357.00
CLIN 0X01AX Quantity of A/C Ordered	86
Fly Days per Month	22
Quantity A/C not Provided	17

Example Calculation:

($404,357.00 ÷ 86 ÷22) X 17 = $213.72 X 17 = $3,633.24

Monthly invoice reduction = $3,633.24

Program Overview

Joseph Jackson
Integrated Product Team Leader
Assistant Deputy of TH-57

TH-57 Contract Requirement Purpose

The TH-57 is the Navy's basic helicopter for undergraduate pilot training. A commercial contractor provides services and materials for all three levels of maintenance (O, I and D). The contractor also provides services such as: maintenance management, material management and engineering support. The Contractor repair facilities are certificated by the Federal Aviation Administration (FAA) under Federal Aviation Regulations (FAR) Part 145. Replacement parts and life-limited components are procured via FAA certified sources.

The purpose of this acquisition is to provide all maintenance and logistics support and materials required to support and maintain the TH-57 fleet.

Program Manager
PMA 273

- Assigned management responsibilities and authority by the Commander, Naval Air Systems Command (AIR-00)
- Authorized direct access to personnel in OPNAV, DOD other services/commands, Fleet activities, FMS customers, embassies, etc.
- Supports all of PMA 273 Naval Undergraduate Flight Training Systems with the exception of Flight Simulators.

Program Manager
PMA 273

RESPONSIBILITIES

- System Configuration
- Financial
- Readiness
- Systems Safety
- Logistics
- Engineering
- Foreign Military Sales

CLIN Requirements

Performance Work Statement (PWS)

The most important contractor performance criterion is providing safe flyable aircraft. The Performance Work Statement attached to the schedule contains additional program information, descriptions, and definitions.

CLIN Requirements

CLIN 0X01 - FIXED MAINTENANCE FOR AIRCRAFT

The contractor shall perform the following action in support of the maintenance program as specified in Section 4 of the PWS.

1. **FIXED MAINTENANCE FOR AIRCRAFT**
   - A. Scheduled / Calendar Maintenance
   - B. Corrosion Control
   - C. Painting Requirements
   - D. Fuel Contamination Program
   - E. Aircraft Compass Calibration Program (Calendar)
   - F. Weight And Balance Requirements/Verification

CLIN Requirements

(Continued)

CLIN 0X01 - FIXED MAINTENANCE FOR AIRCRAFT

1. FIXED MAINTENANCE FOR AIRCRAFT

G. Other Support Services (I.E. FOD, Fire Drill, Change of Command, Sprinkler Test, Static Display)
H. Destructive Weather Support/Procedures
I. Engine Ground Turn-up Operations
J. Acceptance And Transfer Inspections
K. Functional Check Flights (FCFs)
L. Indirect Material
M. Individual Material Readiness List (IMRL)
N. Aviation Life Support Systems (ALSS)

CLIN Requirements

(Continued)

CLIN 0X01 - FIXED MAINTENANCE FOR AIRCRAFT

2. ON-SITE SUPPORT CENTER (OSC)

A. Property Management System

B. Management Responsibilities

C. Ordnance Qualification/certification Board

D Gas Free Engineering

E. Hazardous Waste Program

F. Housekeeping

G. Reports

H. Support Equipment

CLIN Requirements

(Continued)

CLIN 0X01 - FIXED MAINTENANCE FOR AIRCRAFT

2. ON-SITE SUPPORT CENTER (OSC)

I. Records And Forms
J. Management Support
K. Other Programs
L. Quality Assurance Program
M. Occupational Safety And Health
N. Flight Packets
O. Distinctive Attire And Safety Apparel
P. Technical Library
Q. Material Management/Inventory Control

CLIN Requirements

CLIN 0X02 - SATELLITE SITE SUPPORT FOR NAWC, PATUXENT RIVER, MD.

The contractor shall provide material support as specified in

Section 9 of the PWS.

1. **SCOPE**
   - A. Material Support
   - B. Technical Support

CLIN Requirements

CLIN 0X03 – ADDITIONAL AIRCRAFT PER DAY

The contractor shall provide management and material support as specified in Section 2.1.D of the PWS.

1. **OPERATIONAL REQUIREMENTS/ENVIRONMENT**

   A. Additional Aircraft Requirements Per Day

      (1) 1-3 Aircraft

      (2) 4-7 Aircraft

      (3) 8-11 Aircraft

CLIN Requirements

CLIN 0X04 - MATERIAL INCENTIVE

The contractor shall provide management and material support as specified in Sections 4.2.Q and 14.2 of the PWS. (Ref. Section H clause for positive payment adjustment formula for cost savings on material management and purchase.)

CLIN Requirements

CLIN 0X05 - SCHEDULED DEPOT

The contractor shall perform the following actions in support of the maintenance as specified in Section 6 of the PWS.

1. AIRCRAFT CONDITION INSPECTION (ACI)

- **A. ACI Procedures**
  - **(1) ACI Procedures**
  - **(2) ACI Procedures In Conjunction With Replacement of Major Airframe Components**
  - **(3) Replacement of Major Airframe Components Exclusive of ACI**
- **B. Services**
- **C. Materials**
- **D. Discrepancies**
- **E. Reports**
- **F. Inspection And Acceptance**

CLIN Requirements

CLIN 0X06 - RETURN OF INACTIVE AIRCRAFT TO ACTIVE STATUS

The contractor shall provide management and material support as specified in Section 13 of the PWS.

1. **RETURN OF AIRCRAFT TO ACTIVE STATUS**
   - A. Detailed In-depth Airworthiness Inspection
   - B. Standardizing The Aircraft
   - C. Discrepancies
2. **PROPOSAL PREPARATION**
3. **ORDERING INFORMATION**

CLIN Requirements

CLIN 0X07 - UNSCHEDULED DEPOT

The contractor shall provide management and material support as specified in Section 6.2 of the PWS.

1. **UNSCHEDULED DEPOT FIXED PRICE OVER AND ABOVE ITEMS**

CLIN 0X08 - TURNKEY MODIFICATIONS

The contractor shall provide the following in support of the TH-57 program as specified in Section 10 of the PWS.

1. **MODIFICATIONS**
   A. Turnkey Modification

CLIN Requirements

CLIN 0X09 - MODERNIZATION STUDIES

The contractor shall provide the following in support of the TH-57 program as specified in Section 11 of the PWS.

1. **ENGINEERING AND TECHNICAL SERVICES**
2. **SCOPE**
   - A. Systems Engineering
     - (1) Digital Cockpit
     - (2) Exceedence Warning System
     - (3) Energy Attenuating Seats

CLIN Requirements

CLIN 0X10 – SATELLITE SITE SUPPORT/ACTIVATION/ DEACTIVATION

The contractor shall provide required labor and material to activate or deactivate sites as listed below and as specified in Section 8 of the PWS.

1. **SATELLITE SITE SUPPORT**
   - A. Scope
   - B. Mission
   - C. Support Concept
   - D. Site Management
   - E. Conditional Maintenance And Engineering Support
   - F. Base Loading And Utilization

CLIN Requirements

(Continued)

CLIN 0X10 - SATELLITE SITE SUPPORT/ACTIVATION/ DEACTIVATION

1. SATELLITE SITE SUPPORT

G. Annexes

H. Payment

I. Records/reports

2. SITE ACTIVATION

A. Material Support

B. Facilities

3. SITE DEACTIVATION

CLIN Requirements

CLIN 0X11-FLIGHT HOUR GENERATED MAINTENANCE

The contractor shall perform the following actions in support of the TH-57 program as specified in Section 5 of the PWS.

1. FLIGHT HOUR GENERATED MAINTENANCE REQUIREMENTS

A. Daily, Turnaround, And Post-flight Inspections

B. Aircraft Line Functions

C. Indirect Material

CLIN Requirements

CLIN 0X12 - ON-SITE CONDITIONAL MAINTENANCE

The contractor shall perform the following maintenance functions on-site or at an FAA certified repair facility in support of the maintenance program as specified in Section 7 of the PWS.

1. **ON-SITE FUNCTIONS**
   - A. Airframe, Engine And Component Inspection, Repair Or Overhaul Required
   - B. Repair Of Foreign Object Damage.
   - C. Repair Of Damage Caused By Fire Or Uncontrollable Acts Of Nature Not Resulting From Contractor Negligence.
   - D. Assistance In Incident Or Accident Investigation When Requested By The Government.

CLIN Requirements

(Continued)

CLIN 0X12 – ON-SITE CONDITIONAL MAINTENANCE

1. **ON-SITE FUNCTIONS**
   - E. Reclamation Of Crash Damaged Aircraft Subject To Corrosive Fire Extinguishing Agents Or Salt Water.
   - F. Engine Trend Monitoring.
   - G. Vibration Analysis When Requested By The CFA.
2. **RECLAMATION OF CRASH DAMAGED AIRCRAFT**
3. **LABOR**
4. **AIRCRAFT AND ENGINE PRESERVATION AND DEPRESERVATION**
5. **PRESERVATION, STORAGE MAINTENANCE, AND DEPRESERVATION NECESSITATED DUE TO CONTRACTOR'S ACTIONS**

CLIN Requirements

CLIN 0X13 - DEPOT CONDITIONAL MAINTENANCE The contractor shall provide management and material support as specified in Section 6 of the PWS.

1. **AIRCRAFT CONDITION INSPECTION**
   A. Materials
   B. Discrepancies
   C. Reports
   D. Acceptance Inspection

CLIN Requirements

CLIN 0X14 - OFF-SITE ON-CALL MAINTENANCE (PERFORMED BY CONTRACTOR)

The contractor shall provide maintenance and support for recovery of aircraft “downed” for other than maintenance requirements as specified in Section 12.1 of the PWS.

1. OFF-SITE ON CALL MAINTENANCE (EMERGENCY RESPONSE FIELD TEAMS)

A. Off-site Maintenance Procedures

CLIN Requirements

CLIN 0X15-ENGINEERING AND TECHNICAL SERVICES

The contractor shall perform the following in support of the TH-57 maintenance program as specified in Section 11 of the PWS.

1. **ENGINEERING AND TECHNICAL SERVICES**
2. **SCOPE**
   - A. Systems Engineering
   - B. Sustaining Engineering
   - C. Aircraft Maintenance Effectiveness Analysis
   - D. Service Related Deficiency (SRD) Investigations
   - E. Safety Monitoring

CLIN Requirements

(Continued)

CLIN 0X15-ENGINEERING AND TECHNICAL SERVICES

2. SCOPE

F. Technical Documentation
G. Technical Reviews
H. Progress Reports
I. Technical Directives
J. Engineering Supports Services
K. Engineering Evaluations
L. Engineering Change Proposals

CLIN Requirements

CLIN 0X16 - MODIFICATIONS

The contractor shall provide management and material support as specified in Section 10 of the PWS.

1. AIRCRAFT STRUCTURES, SYSTEMS, AND COMPONENTS

A. Prototype(s)

B. Validation(s)

C. Verification(s)

D. Low Rate Initial Production (LRIP)

CLIN Requirements

CLIN 0X17 - MATERIAL AND SUBCONTRACTOR LABOR

The contractor shall perform the following actions on discrepant component(s) and system in support of the maintenance program as specified in Section 14 of the PWS.

1. **OVERHAUL AND REPAIR CAPABILITY**
2. **CREDITS, REBATES, DISCOUNTS AND WARRANTIES**

CLIN Requirements

CLIN 0X18 - OFF-SITE EMERGENCY REPAIR SERVICES (SUBCONTRACTOR)

The contractor shall provide maintenance and support for recovery of aircraft “downed” for other than maintenance requirements as specified in Section 12.2 of the PWS.

1. **OFF-SITE-ON CALL MAINTENANCE (SUBCONTRACTOR EMERGENCY RESPONSE FIELD TEAMS)**
   A. Off-site Maintenance Procedures

CLIN 0X19 - TRAVEL AND PER DIEM

The contractor shall travel when ordered by the Government in support of the TH-57 program requirements in accordance with specified instructions and applicable regulations

CLIN Requirements

CLIN 0X20 - NAVY UNIQUE TRAINING

The contractor shall provide Navy unique training when tasked by the PCO.

CLIN 0X21 - CONTRACT DATA REQUIREMENTS, IAW EXHIBIT A

The contractor shall provide the reports and other data as listed in the PWS and in accordance with the CDRLs in Exhibit A.

Summary: Changes in Contract Requirements

1. Size of the TH-57 Active Fleet will increase by 6 Aircraft from 124 to 130

2. Covers the requirement for the Return of Inactive Aircraft to Active Status

3. Contractor shall perform the Functional Check Flights.

4. Aircraft in Functional Status will NOT COUNT against the daily aircraft requirement.

5. Monthly Maintenance and On-Site Support Center are combined into one CLIN.

Summary: Changes in Contract Requirements

6. Changes the basis for which Material Incentive will be based from total contract material cost to storeroom material

7. The aircraft requirement will be individual aircraft per day (MATRIX)

8. Eliminates requirements flight schedule (MATRIX)

6. Adds Depot Labor Hourly Rate

7. Changes EFER to ACI

8. Includes 100 Hours of labor for correction of discrepancies into the fixed price

Summary: Changes in Contract Requirements

12. Includes Engine Overhaul Line Item
13. Includes Unscheduled Depot Repair Actions/Repairs
14. Additional Aircraft Line Item
15. Modernization Studies Line Item
16. Turn Key Modifications Line Item
17. Government Unique Training Line Item

Source Selection Overview

LCDR Thomas Armstrong
PCO

Source Selection Objectives

- Choose the offeror whose proposal provides the ***best value*** to the Government, all factors considered.

- Intent to award ***without discussions.***

Source Selection Organization

SSCL-B Source Selection Classification Level

SSA (Source Selection Authority)

SSAC (Source Selection Advisory Council)

SSEB (Source Selection Evaluation Board)

Evaluation Teams

Suggested Page Counts

- Objective: Easy for you and us - allow you to focus on providing the best proposal
- Provided to give you an idea of the number of pages to adequately convey the info requested.
- Quality over quantity
- Clarity, brevity, logical organization
- Adequate info to allow meaningful evaluation of your proposal

Proposal Preparation Guidance

- Demonstrate that you have a thorough understanding of the objectives and inherent risks; can devote necessary resources, and have a solution to meet the RFP Objectives.
- Point out Strengths, e.g. exceed requirements, reduces risk, enhances capability, etc. and describe resulting benefits, e.g. Total Ownership Cost reductions, cost avoidance, better performance, early delivery, future growth capability, flexibility to accommodate new/emerging requirements, etc.
- Support your statements with facts, analysis and substantiating data to illustrate that your approach is realistic and reasonable.
- Provide clear and concise descriptions/justifications.
- Understand the evaluation criteria to help you know where to place emphasis in your proposal.

Typical Proposal Shortfalls

Proposal Instructions not followed

- Information not provided as requested
- Information provided does not support claims

Deficiencies - may preclude award

- Information provided does not support claims of compliance
- Proposal is non-compliant to the requirements
- Waiver/deviation requests

Milestones

- ✓ Synopsis(Sources Sought)
- ✓ Source Selection Plan Approved
- ✓ Draft RFP Release
- ✓ Industry Comments
- ✓ RFP Release
- ✓ Proposals Due 30 days after RFP release
- ✓ Evaluations Complete
- ✓ Discussions, If Necessary
- ✓ Discussions Complete
- ✓ Source Selected
- ✓ Contract Award

Proposal Preparation Considerations

You will be treated the same as your competition.

Evaluation Criteria, Proposal Instructions, and Proposal should track.

Can an evaluator quickly find what he/she needs?

- ✓ Is it clear?
- ✓ Is it well organized?

Drawings & diagrams complement narrative, but don't replace it

Substantiate, don't simply make claims

- ✓ Give us a reason to believe you

ntend On Awarding Without Discussions

- **We want to award based on initial proposals**
- **Don’t assume you can improve your position during discussions**

Discussion Methodology

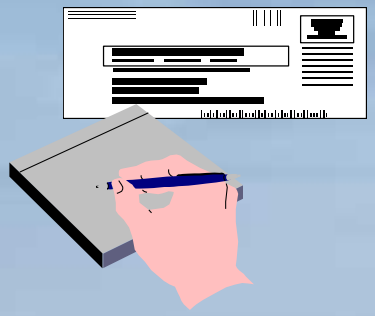
Evaluation Notices (EN's)

- Notify of deficiencies
- Ask for additional info

Proposal change pages

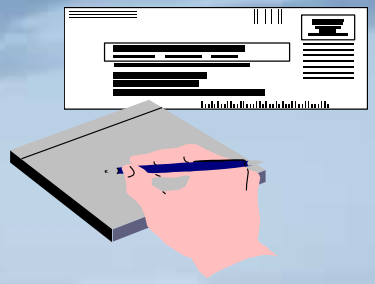
- Allow both parties to know what the current proposal is
- Minimizes work for the final revisions

The Three Steps of Discussions



Government Sends ENs and the offerors respond in writing

Face to Face Discussions (if necessary) Actions assigned



Offeror documents oral responses and sends to the Government

Summary

Looking for the **best value** package

Objective is to make the process win-win

- You provide the best possible proposal
- We have better proposals to choose from

Site Visit Ground Rules

- ✓ No questions or comments permitted to workers.
- ✓ All questions to be submitted in writing on the Question Submittal Forms provided.
- ✓ No disruption to work.
- ✓ Be aware of safety issues at all times.

BREAK

NAV AIR